

EOI Comparative Chart for Setting up & Operationalising 24x7 Dialysis Units through PPP in 8 Medical Hospitals & 36 District Hospitals of Bihar

EOI No.	Name of Company/Firms	EOI from Single entity or a group of entities (the "Consortium")	Legal Status	Service Tax no.	PAN	Experience (Minimum 3 years experience of running a 10 bed hospital with in house dialysis facility)	Main Functional Area (Hospital Services with Dialysis services provider or Hospital Services without Dialysis services provider)	Annual Turnover (Revenue) in Rs. cr as per Audited Financial Statements			Average Annual turnover in Rs. cr (Minimum Rs. 5 crore of lead partner)	Annexure-3 (Revenue Details) Yes/No		
								2010-11	2011-12	2012-13		2010-11	2011-12	2012-13
1	2	3	4	5	6	7	21	8	9	10	11	12	13	14
1/6	Indradeo Singh Seva Sansthan Liawati Niwas, Praduman Shah Ka Hata, Ramgahria More, Ara (Bhojpur) Bihar Mob.: 91930895938, 919430481981 (A NGO Registered in 2004-05)	Single Entity as Indradeo Singh Seva Sansthan (Annexure-I not submitted)	NGO	AAAT18 353ASD 001	AAAT18 353A	Experience in Hospital cleaning (Outsourced services) in Khagaria & Bhojpur District (Experience Not relevant) (Annexure-II not submitted)	Welfare of the Society. Focus areas are Health, Education, Agriculture. Details as per Annexure-1 not submitted	4.25	5.45	7.03	5.58	Yes	Yes	Yes
2/6	Renkare-Fortis Hospitals Limited, B-70, Greater Kailash-I, New Delhi-110048 Tel.: 011-40586222 ID: renkare@fortishealthcare.com (EOI submitted by one of the Fortis Hospitals Group Member)	Single Entity as Renkare-Fortis Hospitals Limited. (member of Fortis Hospitals Group- Total 8 members in India) (Annexure-I submitted)	Public Ltd.	Not given	AABCF3 718N	Group has wide experience of running hospitals with dialysis facility since 1984 onwards. This group in India is operating 87 dialysis machine. The applicant unit started dialysis unit in 2011-12 and is operating 31 dialysis machine (Annexure-II submitted)	A part of Fortis Health Care Limited (An international Group) providing integrated healthcare delivery services. Annex-1 submitted	248.29 (Revenue for Fortis healthcare (India) Ltd. Of which Fortis Hospitals was one of its part prior to 2011-12)	510.87 (Fortis Hospital Group Turnover)	737.87 (Fortis Hospital Group Turnover)	499.01	Yes	Yes	Yes
3/6	B.Braun Medical (India) Pvt. Ltd., A-601, 6th Floor, Boomerang, Chanivali Farm Road, New Chandivali Studio, Andheri East, Mumbai- 400072 Tel.: 22-66682222	Single Entity as B.Braun Medical (India) Pvt. Ltd., (Annexure-I submitted)	Pvt. Ltd.	AAACB 7394MS T002	AAACB 7394M	Part of B. Braun Medical an international group manufacturing Biomedical equipments including dialysis equipment. Its India unit is running 20 dialysis unit under PPP mode since 2009 onwards. (Annexure-II submitted)	Dialysis Service Provider as per given Annexure-1	261.75	358.28	516.8	378.94	Yes	Yes	Yes

09/12/13
Rashi Jayaswal
SPM, SHSB

P.K. Keshav
Sri P.K. Keshav
Procurement Expert-B-TAST

Dr. Om Kumar
Dr. Om Kumar
Deptt. of Nephrology, IGIMS

Dr. Yaswant Singh
Deptt. of Nephrology, PMCH

Dr. D.K. Raman
Dr. D.K. Raman
AD-RCH, SHSB

Sri Shankar Jha
Sri Shankar Jha,
Special Secretary,
Health Deptt., GoB

75

EOI Comparative Chart for Setting up & Operationalising 24x7 Dialysis Units through PPP in 8 Medical Hospitals & 36 District Hospitals of Bihar

EOI No.	Name of Company/Firms	Audited Financial Statements (Copy of Balance Sheet/Profit and Loss Account) (Yes/No)			List of Hospitals managed with Dialysis Facility	List of Proposed Location of the Dialysis Unit- As per Annexure-4		Remarks/Suggestions of Applicant	Remarks from Finance cell, SHSB	Technical Committee's Final Recommendation
		2010-11	2011-12	2012-13		Medical College	District Hospital			
1	2	15	16	17	18	19	20	22	23	24
1/6	Indradeo Singh Seva Sansthan Liawali Niwas, Praduman Shah Ka Hata, Ramgahria More, Ara (Bhojpur) Bihar Mob.: 919308895938, 919430481981 (A NGO Registered in 2004-05)	Yes	Yes	Yes	NIL	1. DMCH, Darbhanga 2. ANNMCH, Gaya 3. JLNMCB, Bhagalpur 4. SKMCH, Muzaffarpur	1. Bhojpur 2. Gopalganj 3. Siwan 4. Bettiah	NIL	Registered under the Societies Registration Act, 21 of 1860 state of Bihar.	Not Shortlisted for the following reasons-- 1) Past experience is not relevant as per EOI requirement of minimum 3 years experience of running a 10 bed hospital with in house dialysis facility) and 2) It is not clear whether the mentioned turnover i.e. sales/revenues are arising from Health services which was part of the EOI
2/6	Renkare-Fortis Hospitals Limited, B-70, Greater Kailash-I, New Delhi- 110048 Tel.: 011-40586222 ID: renkare@fortishealthcare.com (EOI submitted by one of the Fortis Hospitals Group Member)	Yes	Yes	Yes	Yes, Annexure-2 for group hospitals submitted but no documentary evidence submitted as all are group owned hospitals	1.NMCH, Patna 2. DMCH, Darbhanga 3. ANNMCH, Gaya 4. JLNMCB, Bhagalpur 5. SKMCH, Muzaffarpur 6. Govt. MCH, Bettiah 7. Govt. MCH, Madhepura 8. Wardhaman Medical College, Nalanda	NIL	1. EOI has been submitted by one of the Fortis Hospital Group member whereas turnover is of the full Fortis Hospital Group. 2. Fortis Hospital Ltd. Is a part of Fortis Health Care (India) Ltd.	1) "Renkare-Fortis Hospitals Ltd." (Ref. company enclosed Annexure-5, pg.no.2/98 point no.7 mentioned that applicant is affiliated- "Fortis Hospitals Ltd.") 2) Enclosed copy of Audited financial results of "Fortis Healthcare (India) Ltd." for F.Y. 2010-11 standalone annual turnover mentioned Rs.248.29 crore, but enclosed statement not signed by the auditor. 3) Enclosed copy of Audited financial statement for F.Y. 2011-12 & 2012-13 in the name of "Fortis Health Management (North) Ltd." 4) Amalgamation (Scheme) between Fortis Health Management (North) Ltd. and Fortis Hospitals Ltd. (company enclosed documents ref. pg.no.6/98 & 7/98.) 5) PAN in the name of "Fortis Hospitals Limited".	Not shortlisted for the following reasons-- a) The applicant is Renkare Fortis Hospital Ltd., however the financial statements submitted, are those of Fortis Healthcare (India) Ltd., formerly known as Fortis Health Management (North) Ltd. Fortis Hospitals Ltd. is a unit of Fortis Healthcare (India) Ltd. b) Enclosed copy of Audited financial results of "Fortis Healthcare (India) Ltd." for F.Y. 2010-11 standalone annual turnover mentioned Rs.248.29 crore, but enclosed statement not signed by the auditor. c) Service tax no. is not made available. d) PAN given in the name of "Fortis Hospitals Ltd" Further no authorisation from Fortis Hospitals Ltd. to Renkare for submitting EOI on their behalf. e) The applicant unit lacks requisite experience by one year in running dialysis unit
3/6	B.Braun Medical (India) Pvt. Ltd., A-601, 6th Floor, Boomerang, Chanivali Farm Road, New Chandivali Studio, Andheri East, Mumbai- 400072 Tel.: 22-66682222	Yes	Yes	Yes	Yes, Running 18 Dialysis Unit in MCH & DHs in A.P under PPP mode and 2 unit in private sector since 2009 onwards (Total 179 Dialysis Machine)	All Location as per Annexure-4	All Location as per Annexure-4	1. Provide specification of equipments / Service level specifications 2. All consumables must form part of package rate. This must include Inj. Erythropoietin and Inj. Iron essential for patient on ESRD.	Annual turnover given Rs.517.88 crore as per audited financial statement submitted for F.Y. 2012-13 (15 months) but as per Annexure-III submitted annual turnover given for F.Y. 2012-13 Rs.516.80 crore, so lowest figure taken for average calculation.	Shortlisted, subject to authorisation from Managing Director of the concerned Company to the applicant to apply on behalf of the Company and additionally bidder to submit ITR for the FY 10-11, 11-12, 12-13 (Assessment years 11-12, 12-13 & 13-14)

Rashi Jayaswal
SPM, SHSB

Sri P.K. Keshav
Procurement Expert-B-TAST

Dr. Om Kumar
Deptt. of Nephrology, IGIMS

Dr. Yaswant Singh
Deptt. of Nephrology, PMCH

Dr. D.K. Raman
AD-RCH, SHSB

Sri Shankar Jha,
Special Secretary,
Health Deptt., GoB

EOI Comparative Chart for Setting up & Operationalising 24x7 Dialysis Units through PPP in 8 Medical Hospitals & 36

District Hospitals of Bihar

EOI No.	Name of Company/Firms	EOI from Single entity or a group of entities (the "Consortium")	Legal Status	Service Tax no.	PAN	Experience (Minimum 3 years experience of running a 10 bed hospital with in house dialysis facility)	Main Functional Area (Hospital Services with Dialysis services provider or Hospital Services without Dialysis services provider)	Annual Turnover (Revenue) in Rs. cr as per Audited Financial Statements			Average Annual turnover in Rs. cr (Minimum Rs. 5 crore of lead partner)	Annexure-3 (Revenue Details) Yes/No		
								2010-11	2011-12	2012-13		2010-11	2011-12	2012-13
1	2	3	4	5	6	7	21	8	9	10	11	12	13	14
4/6	Sciemed Healthcare Pvt. Ltd. 5th Floor, Abhay Bhawan, Fraser Road, Patna- 800 001 ID: admin@sciemedhealthcare.com Ph.:0612-3252091	Single Entity as Sciemed Healthcare Pvt. Ltd. (Annexure-I not submitted)	Pvt. Ltd.	No	AOCPS 3638A	Running 2 dialysis unit for more than 3 years in hospital by the applicant (no contract copy submitted) in Patna & Ranchi 1. Stone & Kidney Hospital Rajendra Nagar, Patna 2. Nephron Kidney Kare Clinic, Ranchi (Annexure-II submitted)	Healthcare, Surgical Instruments/ Equipments Supply Annex-1 not submitted	5.52	10.09	3.83 [2.55 (Prop. Firm) +1.27 (Company unaudited)]	6.48	Yes	Yes	Yes
5/6	Sandor Medicals Pvt. Ltd. 8-2-326/5, Road No.-3, Banjara Hills, Hyderabad- 500034 Tel.: 40-23357048, 23354824 ID: info@sandor.co.in (Since 1995)	Single Entity as Sandor Medicals Pvt. Ltd. (Annexure - I Submitted)	Pvt. Ltd.	AADCS 4168HS D001	AADCS 4168H	Yes Hospital, BHU Varanasi (PPP) since 2011-12 (15 M/c) 2. PGI Chandigarh (PPP) since 2005 (20 M/c) 3. PGI Lucknow (PPP) since 2004 (20 M/c) (Annexure-II submitted)	Distribution of medical devices and pharmaceuticals, management of dialysis operation in public & private hospital- as per given Annex-1	48.76	58.48	81.05	62.76	Yes	Yes	Yes
6/6	Fresenius Medical Care India (P) Ltd., S-21, Star City, District Centre Mayur Place, Mayur Vihar Extension, New Delhi- 110091 Mob.: 9167445521 ID: ganesh.pagawad@fmc-asia.com # 9234768262	Single Entity as Fresenius Medical Care India (P) Ltd., (Annexure-I submitted)	Pvt. Ltd.	Not given	Not given	Experience of over a decade for running over 2500 dialysis clinic under the brand name of "Nephocare" world wide but no details provided of units in India (Annexure-II not submitted)	Supplies of Fresenius Hemodialysis Products in India - as per given Annex-1. Running own dialysis clinic under brand name of "Napho Care". No details of running hospital /dialysis unit in India provided	99.89	127.49	181.3	136.23	Yes	Yes	Yes

Rashi Jayaswal
SPM, SHSB

Sri P.K. Keshav
Procurement Expert-B-TAST

Dr. Om Kumar
Deptt. of Nephrology, IGIMS

Dr. Yaswant Singh
Deptt. of Nephrology, PMCH

Dr. D.K. Raman
AD-RCH, SHSB

Sri Shankar Jha,
Special Secretary,
Health Deptt., GoB

EOI Comparative Chart for Setting up & Operationalising 24x7 Dialysis Units through PPP in 8 Medical Hospitals & 36 District Hospitals of Bihar										
EOI No.	Name of Company/Firms	Audited Financial Statements (Copy of Balance Sheet/Profit and Loss Account) (Yes/No)			List of Hospitals managed with Dialysis Facility	List of Proposed Location of the Dialysis Unit- As per Annexure-4		Remarks/Suggestions of Applicant	Remarks from Finance cell, SHSB	Technical Committee's Final Recommendation
		2010-11	2011-12	2012-13		Medical College	District Hospital			
1	2	15	16	17	18	19	20	22	23	24
4/6	Sciemed Healthcare Pvt. Ltd. 5th Floor, Abhay Bhawan, Fraser Road, Patna- 800 001 ID: admin@sciemedhealthcare.com Ph.:0612-3252091	Yes	Yes	No	Yes, (documentary evidence not satisfactory)	All Medical College Hospital of Bihar	At first phase Patna/Nalanda/ Bhojpur District.	1.Registered as Ltd. Company in December 2012. After registration it took over M/s Sciemed Overseas Inc. a proprietaryship firm on Rs. 50 stamp paper. 2. Audited Financial Statement for 2012-13 not submitted. 3. Dialysis Experience proof submitted is not satisfactory.	1) "Sciemed Healthcare Pvt. Ltd." company incorporated on 07.12.2012 (as per "Certificate of Incorporation" submitted) and take over the business of "M/s.Sciemed Overseas Inc." (as per "Take Over Agreement" submitted). 2) CA certificate enclosed for Annual Turnover for 2012-13 Rs.3.83 Crore but audited financial statement (Balance Sheet/ Profit & Loss Account) not enclosed. 3) PAN in the name of Shailendra Prasad Singh (Prop. Sciemed Overseas) as per enclosed copy of ITR.	Not shortlisted for the following reasons a) Audited statement for FY 2012-13 not submitted b) Service tax no. not provided c) PAN not in the name of the Company
5/6	Sandor Medicoids Pvt. Ltd. 8-2-326/5, Road No.-3, Banjara Hills, Hyderabad- 500034 Tel.: 40-23357048, 23354824 ID: info@sandor.co.in (Since 1995)	Yes	Yes	Yes	Yes (Contract copy submitted),	1.NMCH, Patna, 2. DMCH, Darbhanga 3. ANNMCH, Gaya 4. JLNMCH, Bhagalpur 5. SKMCH, Muzaffarpur 6. Govt. MCH, Madhepura 7. Wardman Medical College, Nalanda	1. Nalanda, 2. Madhepura, 3. Gaya, 4. Bhagalpur, 5. Muzaffarpur, 6. Begusarai, 7. Munger, 8. Samastipur, 9. Vaishali	Provision should be for expansion to the level of 20 M/c in MCH and 10 M/c in DHs with space provision @ 100sqft /machine to reduce infrastructure cost in future expansion.		Shortlisted, additionally bidder to submit ITR for the FY 10-11, 11-12, 12-13 (Assessment years 11-12, 12-13 & 13-14)
6/6	Fresenius Medical Care India (P) Ltd., S-21, Star City, District Centre Mayur Place, Mayur Vihar Extension, New Delhi- 110091 Mob.: 9167445521 ID: ganesh.pagawad@fmc-asia.com # 9234768262	Yes	Yes	Yes	Yes but no details submitted about the units in India	All Location as per Annexure-4	All Location as per Annexure-4	1.Unit with 2 M/c is not cost effective. 2. How SHSB will compensate loss. 3. What is security for investment. 4. Energy Charge should be met by SHSB. 5. Provide space for future expansion to reduce cost on infrastructure. 6. Provide specification for civil infrastructure & equipments. 7. Reimbursement will be for only BPL or for all referred patients.		Provisionally shortlisted, subject to submission of details of dialysis units currently run by the firm as given in EOI with proof and additionally bidder to submit ITR for the FY 10-11, 11-12, 12-13 (Assessment years 11-12, 12-13 & 13-14)

The Technical Committee recommends that documents as required from the shortlisted bidders (reference column no.24 above) should be availed latest by Dec 13th, 2013, foll. Which the papers shall be assessed and then only presentations shall be called by the then shortlisted agencies to understand their views on the PPP project and approach to the project.

Rashi Jayaswal
SPM, SHSB

Dr. Yaswant Singh
Deptt. of Nephrology, PMCH

Sri P.K. Keshav
Procurement Expert-B-TAST

Dr. B.K. Raman
AD-RCH, SHSB

Dr. Om Kumar
Deptt. of Nephrology, IGIMS

Sri Shankar Jha,
Special Secretary,
Health Deptt., GoB